# Business Results for First Quarter, FY2015 

Creative Links to World Electronic

Jul 31 ${ }^{\text {st }}, 2015$
Hirose Electric
Co.,Ltd

## Cautionary Statement

> In this material, there are descriptions based on current estimation by Hirose Electric.
> Hirose cautions you that a number of important risks, uncertainties and others could cause actual results to differ materially from those discussed in the *forwardlooking statements. Thank you for your understanding.

*Forward-looking statements include, but are not limited to, those statements using words such as "believe," "expect," "plans," "strategy," "prospects," "forecast," "estimate," "project," "anticipate," "aim," "may" or "might" and words of similar meaning in connection with a discussion of future operations, financial performance, events or conditions. These statements are based on management's assumptions and beliefs in light of the information currently available to it.

## Business Situation of 1Q FY2015

ELECTRIC
CO.,LTD.
[FY2014]
-1Q : Korean Smartphone market sluggish, and Chinese Smartphone market in adjustment phase after bullish April order. Automotive and Industrial market continued the steady order.

- 4Q : Smartphone market had been slow in Jan-Feb, but large pick-up in Mar, especially in the Chinese market. Industrial market continued the steady trend.


## [1Q FY2015 (Apr-Jun)]

-Smartphone was fairly steady in Chinese market but sluggish in Korean market. Automotive enjoyed a stable trend in overseas market.

- 1Q FY2015 results settled on

Order : 309.3 hundred million yen ( $-2.7 \%$ YoY, $-2.7 \%$ over 4Q FY2014) Sales: 302.2 hundred million yen ( $-2.4 \%$ YoY, $-5.2 \%$ over 4Q FY2014) Recurring Profit: 78.8 hundred million yen (Ratio $26.1 \%,-8.2 \%$ YoY, -4.4\% over 4Q FY2014)

FY2014 1Q - FY2015 1Q Orders and Sales (Consolidated Basis, Index Number)

## Total




## Smartphone / Mobile



FY2014 1Q - FY2015 1Q Sales by Markets (Consolidated Basis, Index Number)


## Associated Electric Equipment, FA Controlling Device, and Others



Business Results for 1Q, FY2015

|  | (A) FY2014 $1 Q$ | (A) FY2015 $10$ | (B)-(A) | ${ }^{(B) /(A)}$ | Major changes over prior same period (unit: hundred millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales (Cogs Ratio) (SGA Ratio) | 309.5 (54.5\%) $(18.6 \%)$ | 302.2 (54.4\%) (21.2\%) | $\begin{gathered} -7.3 \\ (-0.1 \%) \\ (+2.6 \%) \end{gathered}$ | -2.4\% | $\begin{array}{cc}\text { [Sales] } & 7.3 \text { decrease } \\ \text { Hirose } & \text { Subsidiaies } \\ +1.2 & -8.5\end{array}$ |
| Operating |  |  |  |  | [COGS Ratio] 0.1 point decrease |
| Profit <br> (\%) | 83.1 $26.9 \%$ | 73.5 $24.3 \%$ | -9.6 $(-2.5 \%)$ | -11.6\% | Purchase Cost Raiio 40.4\% $\rightarrow$ 40.2\% |
| Recurring |  |  |  |  |  |
| Profit | 85.8 | 78.8 | -7.0 | -8.2\% | [SGA Ratio] 2.6 point increase |
| (\%) | 27.7\% | 26.1\% | (-1.6\%) |  | Increase in persomel expenses etc. |
| Net Profit | 52.3 | 52.2 | -0.1 | -0.3\% | [Non-Operating Profitloss] |
| (\%) | 16.9\% | 17.3\% | (+0.4\%) |  | Foreign Exchange Loss/Gain -1.9+ +1.2 |
| Total Assets | 3,015.5 | 3,219.2 | 203.7 | 6.8\% |  |
| Shareholders' Equity Ratio | 89.6\% | 90.3\% |  |  |  |
| Income Per Share | 153.4Yen | 146.6Yen |  |  |  |


| Exchange Rate: US\$ | 102.16 Yen | 121.36 Yen |
| :--- | :---: | :---: |
| Exchange Rate: $€$ | 140.07 Yen | 134.16 Yen |
| Exchange Rate: 100 Won | 9.95 Yen | 11.07 Yen |



Changes in Consolidated Balance Sheet
(hundred millions of Yen)

|  | Account | (A) Mar 31, 2015 | (B) Jun 30, 2015 | (B) - (A) |
| :--- | ---: | ---: | ---: | :--- |
| Cash and <br> Cash in Bank | $1,477.6$ | $1,524.0$ | 46.4 | Remark |
| Increase in Hirose Japan, etc. <br> Trade <br> Receivables | 305.6 | 296.5 | -9.1 | Decrease due to sales decrease |
| Securities | 260.2 | 260.6 | 0.4 |  |
| Inventories | 91.4 | 90.5 | -0.9 |  |
| Noncurrent <br> Assets | 376.9 | 381.7 | 4.8 | Increase in machinery, <br> equipment, and metal molds, <br> etc. |
| Investment <br> Securities | 583.9 | 537.0 | -46.9 | Transfer to securities, etc. |
| Others | 101.1 | 128.9 | 27.8 |  |
| Total Assets | $3,196.7$ | $3,219.2$ | 22.5 |  |

Changes in Consolidated Balance Sheet
(hundred millions of Yen)

| Account | (A) Mar 31, 2015 | (B) Jun 30,2015 | (B) - (A) | Remark |
| :---: | :---: | :---: | :---: | :---: |
| Notes Payable and Account Payable <br> Income Taxes Payable <br> Others | $115.1$ <br> 53.2 <br> 145.4 | $\begin{array}{r} 113.2 \\ 32.9 \\ 163.9 \end{array}$ | $\begin{array}{r} -1.9 \\ -20.3 \\ 18.5 \end{array}$ | Decrease due to production decrease <br> Tax payment <br> Increase in account payables, etc. |
| Total Liabilities | 313.7 | 310.0 | -3.7 |  |
| Retained Earnings <br> Treasury Stocks <br> Valuation <br> Variance <br> Translation <br> Adjustment <br> Others | $\begin{array}{r} 3,110.4 \\ -646.2 \\ 69.8 \\ 119.2 \\ 229.8 \end{array}$ | $\begin{array}{r} 2,968.7 \\ -469.1 \\ 73.3 \\ 129.8 \\ 206.5 \end{array}$ | $\begin{array}{r} -141.7 \\ 177.1 \\ 3.5 \\ 10.6 \\ -23.3 \end{array}$ | Net profit 52.2 - Dividend 39.0 - Allotment of shares without contribution 154.9 <br> Allotment of shares without contribution 179.4 <br> Higher stock price (Nikkei closing price: 19,207yen $\rightarrow 20,236 y$ yn) <br> Due to weak yen <br> Decrease in capital surplus (Loss on disposal of treasury shares) |
| Total Shareholders' Equity | 2,883.0 | 2,909.2 | 26.2 |  |
| Total Liabilities and Shareholders' Equity | 3,196.7 | 3,219.2 | 22.5 |  |



As this is in round number, please be noted that some ratio difference may occur. Thank you for your understanding.
*1 Computer Related Equipment - Tablet/Notebook PC not included.
*2 Communication - Smartphone / Mobile Phone not included.

## Sales by Application (round number) (Consolidated Basis)



As this is in round number, please be noted that some ratio difference may occur. Thank you for your understanding.
*1 Computer Related Equipment - Tablet/Notebook PC not included.
*2 Wireless Communication - Smartphone / Mobile Phone not included.



Business Forecast for the Year Ending March 31, 2016 (Consolidated)
We will revise previous guidance (Apr/2015) due to slow business in some smartphone


